



UNIVERSITY *of* ROCHESTER
CENTER *for* MEDICAL TECHNOLOGY & INNOVATION

Evening presentation
Best practices for landing your first job!

Wednesday, April 12th, 2017

Robert B. Goergen Hall

Room 109

5:00 – 6:00 p.m.

Refreshments will be provided!

Mike Kirwan

Formerly with Medtronic
Director of Sales and
Regional Sales Director



Get advice on your resume, tips on interviews, and valuable insight into the job hiring process for biomedical engineers

Who should attend: **Any engineer** that is considering working in the medical device industry

Biosketch: Accomplished business development and sales management leader of a \$300 million-dollar distribution channel of the world's third largest medical device manufacturer. Coached and led a cross-functional team working collaboratively with key Medtronic department leaders. Developed and implemented long and near term strategy for distributor group optimization and the attainment of yearly sales and operating goals.

Selected as one of 25 members from 11 countries for Medtronic's Internal Coaching Certification Program. Hired, coached, and mentored key talent: three who became Medtronic Vice Presidents, seven who became Directors, and numerous Sales Leaders and President's Club winners.

<http://cmti.rochester.edu>